

Align Values With Action

When working with a client (or prospective client), the way to help them “get leverage on themselves” is to align their values with taking action. Once you have asked the “Achieve Avoid Act” questions below, then line all of the answers up with them taking the specific action that they need to take. Ask them if they can see how taking their action step will help them realize their “achieve” values and prevent their “avoid” values. Then ask them if they will take it and when (and this same basic approach when presenting your coaching package offer to them).

What do you want to achieve?

What happens if you achieve it?

What do you want to avoid?

What happens if you avoid it?

What's your next step?

What could you do first?

“Can you see how [TAKING THIS ACTION] will help you [GET ACHIEVE VALUES] and [PREVENT AVOID VALUES]?”

Will you do it? When?